



THE END POINT

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Premier Water & Energy Technology, Inc.

October 2006

Message from the President

Water Treatment Partnership

Tom Brandvold

President

With fall here and school back in session, we are reminded of the importance of partnerships. Our children's teachers tell us during orientation how they want to partner with us to ensure a productive educational experience. As parents, we realize that partnering with our children as they study for test or complete homework assignments increases their opportunity for success.

Over the years, we have seen time and again the benefits of partnering with our customers in producing high quality water treatment outcomes. We have also seen tangible evidence of a correlation between our customers' involvement in their Water Treatment Program and the water treatment results obtained.



While we want to be relied on and be thought of as an extension of your in-house staff, the fact of the matter is we can never have as much of an impact as you can because we are not there every day. This is where the Partnership concept has to come into play. In fact, we expect to make it an ongoing emphasis at Premier.

This emphasis will have at its core a renewed focus on in house testing. With routine testing in between our onsite visits you can help us address developing issues before they become full-fledged problems that affect your Water Treatment Program.

Another component of our partnership has to be
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Edited By: Tracy Staples


Welcome Bill and Christine!

Premier is very excited to welcome William (Bill) Cronin and Christine Wyrick as part of our team.

Bill comes to us from Hercules with over twenty-five years of water and process treatment experience serving the utility, paper, and chemical industries. He also has experience in boiler and cooling water, as well as influent and wastewater treatment applications. (See his Wastewater article on page 2)

Bill has a Chemical Engineering degree from Drexel University and also has a Master of Business Administration from University of North Florida. Bill spends his spare time with his family, coaching youth sports, and riding motocross.

In addition to more than twenty years experience in cooling and boiler water treatment, Christine has a BS in Microbiology and an MS in Environmental Engineering Sciences from the University of Florida. In her spare time, Christine enjoys gardening and spending time outdoors.

With the addition of Bill and Christine, Premier's Technical Engineering Team (TET) can now offer microbiological, chemical and mechanical engineering perspectives as we support our customer's Water Treatment needs. 

AWT Convention

Charlotte, NC

Steve Suzanne and Susan Brooks

Recently Premier personnel attended the Association of Water Technologies Convention and Exposition in Charlotte, North Carolina. As founding members we had 4 persons in attendance: Chuck Brandvold, CWT, Steve Suzanne, CWT, Susan Brooks and Melissa Christ.

The AWT is a professional organization, which provides information, networking opportunities and training for Water Treatment professionals. It is an
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training. We have seen how important it is not just to equip our customers to run tests, but to have them know what to do with their test results. Training and testing provide the foundation for our partnership. If we do our job properly, you will become our eyes when we are not in your facility.

You will be hearing details shortly about our first Testing & Training Extravaganza. This event will feature some classroom training, but will primarily be designed as an interactive event. Attendees will have the opportunity to visit testing stations where they can actually run some of the Water Treatment tests that are necessary for good results. There will also be stations where you will learn how controllers, pumps, test meters, and other Water Treatment related equipment operates. We will also have on display our "Best Practices" recommended feed and control system, as well as a few surprises.

We look forward to your participation in this event and the strengthening of our Water Treatment partnership.



Wastewater

New Premier Product Line

Bill Cronin

Manager, Water and Process Technologies

Wastewater typically contains pollutants that can be divided into three categories: suspended solids, dissolved solids and floating solids. Suspended solids are insoluble materials that settle with time, forming sludge deposits and ultimately promoting anaerobic microbiological growth. Dissolved solids are soluble impurities that affect water quality and usually must be chemically altered for removal. Floating solids include oils, grease, foam and solids that are less dense than water.

Two unit operations to separate unwanted solids from water before it is discharged are clarification and flotation. Clarification is a liquid-solids separation process utilizing coagulation, flocculation and sedimentation. Coagulation is the process of destabilizing colloidal particles by neutralizing their electric charge, allowing **Van der Waals forces** to bring the particles together. Flocculation brings together the destabilized particles, "bridging" them together to form a larger, heavier solid that settles quicker. Sedimentation is the step where the agglomerated solids are allowed to settle and get removed from the system.

Flotation is the process of separating suspended solids, oils and greases as well as other **immiscible**

contaminants by utilizing density differences between the contaminants and water. The process increases the density differential by attaching a buoyant, low density gas bubble to the impurity. The resultant lighter air/contaminant substrate is then allowed to float to the surface and be removed by mechanical skimming.

Polymers are used in both clarification and flotation operations. Polymers are synthetic polyelectrolytes that function as coagulants and/or flocculants. Polymers are characterized by a net positive or negative charge as well as molecular weight. Low molecular weight, cationic polymers are typically used as coagulants to neutralize the predominantly negatively charged contaminants found in wastewaters. High molecular weight polymers are used as flocculants. These can be either positive or negative in charge.

Premier Water & Energy's product line includes polymers to meet your wastewater needs. Contact your Premier Water Treatment Consultant or Bill Cronin at (904) 268-1152 to arrange a process or wastewater system evaluation.

Van der Waals Forces - Relatively weak electrical forces that attract neutral (uncharged) molecules to each other in gases, liquefied and solidified gases, and almost all organic liquids and solids.

Immiscible – Liquids that are insoluble in one another, like oil and water.

Trivia Question

Website Trivia:

Browse through our website to find the answer to this question:

Name 2 of the 5 Training categories available from Premier

Fax your answer for Website Trivia to 904-268-6851, or you can email your response to tstaples@premierwater.com. All responses received by November 30th will be entered in a drawing to win a prize. Be sure to include Your Name, Company, Phone Number, and an answer to the question. Please reference October Trivia Question on your fax.

Answer to May's Trivia Question:

How many pounds of steam does one Boiler Horsepower produce? 34.5 lbs.

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integral part of our industry with its member companies currently numbering over 400 across the globe. AWT is the voice of the Water Treatment Industry and provides unparalleled opportunities regarding cutting edge technologies, networking, and training.

This year's theme was "Navigating the Road to Success, 20 years and growing". The convention was attended by over 700 Water Treatment Professionals from a variety of backgrounds. There were two days worth of technical presentations which outlined some of the current areas of focus in water treatment such as, Chlorine Dioxide and other biocides, Legionella, Closed loop treatments, Boiler and Cooling treatment, Waste Water Treatment, Reverse Osmosis and other areas of research and development. In addition, there were sessions dedicated to OSHA and the ever changing environmental challenges as well as information on ISO Certification.

We had the opportunity to visit with over 120 exhibitors to talk about new and improved control and test equipment, with major focus on ease and accuracy. It was a unique opportunity to walk through the exhibit hall and speak with the different vendors about their innovations and improvements relative to control and testing procedures. We have seen significant advances in this area over the years and intend to bring some of them to market as part of our Testing and Training Extravaganza.

The Certified Water Technologist Exam was also given at the convention for anyone meeting the qualification requirements. The CWT designation provides professional recognition for individuals involved in our industry. Much like the CPA designation in the accounting arena, it indicates to the general public, co-workers, employers and customers that an individual has achieved certain levels of experience, knowledge and education in the Water Treatment Industry. The CWT designation assures that a water professional possesses a core body of knowledge and has experience in all aspects of water treatment. There are just over 200 Certified Water Technologists nationwide. Premier is proud to say that we have three on our staff that hold this prestigious designation.

In addition to this annual convention, AWT provides regional training seminars around the country. Jacksonville will host such an event February 22-25th, 2007 and Orlando will be the sight of a basic program on March 27th. Members and non-members who wish to further their education are eligible to attend this seminar. If you would like more information regarding the Association of Water Technologies, please go to www.awt.org. ☞

Best Practices

Standardization of Customer Service

Christine Wyrick

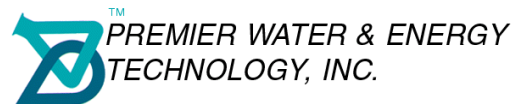
Technical Engineering Team

Premier Water & Energy Technology, Inc. separates itself from the competition by continually evaluating how we provide our customer service. We have formed a business partnership with GE Water & Process Technologies that has allowed us to provide a broader, more sophisticated product line and laboratory services and have also introduced Online Service Reporting that enables our customers to see their Service Reports from anywhere at any time of day and includes graphing capabilities for all parameters tested at their facility. Now we are implementing a standardization of best practices that will help our customers maintain consistent, high quality Water Treatment Programs.



Standardization of Best Practices is one way to help ensure repeatable positive results (no scale and good corrosion and microbiological control) in all our customer's systems. Recognizing this, Premier has formed a Technical Engineering Team which is identifying Best Practices for program start-up, product usage, monitoring, testing, data logging and reporting, safety practices, and other critical areas of concern. After each area is identified, the team will design a detailed manual to help field personnel and customers implement Best Practices for their facilities. The first draft of the manual is expected to be out by year end.

If you would like more information on this latest Premier innovation please call Christine at 904-268-1152. ☞



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